

## Message Text

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PAGE 01 CARACA 05649 071816Z  
ACTION ARA-14

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INFO SECSTATE WASHDC 7916

UNCLAS CARACAS 5649

FOR OED/MEPD PHILBRICK

E.O. 11652: N/A  
TAGS: BENC, VE  
SUBJ: MAJOR PROJECT: INDUSTRIALIZED CONSTRUCTION SEMINAR:  
WRAPUP

REF: CARACAS 4971

SUMMARY: SEMINAR ON INDUSTRIALIZED CONSTRUCTION WAS HELD IN CARACAS MAY 23, 1977 UNDER CO-SPONSORSHIP MINISTRY URBAN DEVELOPMENT AND EMBASSY. MINISTRY REPRESENTATIVES AND US PARTICIPANTS EXPRESSED SATISFACTION WITH THE OUT-COME OF THE SEMINAR. THE AUDIENCE OF APPROXIMATELY 85, INCLUDING 30 REPRESENTATIVES FROM THE PRIVATE SECTOR, WAS VERY RECEPTIVE. TWO SPEAKERS MADE FOLLOWUP PRESENTATIONS TO ENGINEERS AND ARCHITECTS AT THE CENTRAL UNIVERSITY. THIRTEEN CONTACTS WERE MADE WITH PRIVATE FIRMS. END SUMMARY

1. AMBASSADOR VIRON VAKY AND MINISTER ROBERTO PADILLA OPENED THE SEMINAR. DR. RAFAEL TORREALBA, DIRECTOR GENERAL, MINDUR, SERVED AS MODERATOR. DR. PACHECO VIVAS, PRESIDENT OF THE COLLEGE OF ENGINEERS, GAVE THE CLOSING ADDRESS. FOLLOWING THE SCHEDULED SPEECHES, THE FOUR US PANELISTS TOOK PART IN A 45 MINUTE ROUND-TABLE DISCUSSION WITH QUESTIONS FROM THE FLOOR. AT THE CLOSE OF THE SEMINAR, DR. TORREALBA EXPRESSED GREAT SATISFACTION  
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WITH THE MINISTRY'S FIRST PUBLIC EVENT.

2. THE SEMINAR WAS WELL RECEIVED AND GOT GOOD ADVANCE AND FOLLOW-UP PRESS COVERAGE, THANKS TO COOPERATION FROM USIS AND PRESS OFFICE OF MINDUR. COMMERCIAL TASK FORCE (CTF) WAS RESPONSIBLE FOR IDENTIFYING AND INVITING PRIVATE CONCERNS POTENTIALLY INTERESTED IN COMMERCIAL RELATIONSHIP WITH SEMINAR PARTICIPANTS.

3. DR. GEORGE DUDLEY, WHO HAD ALREADY COMPLETED ONE WEEK IN ZULIA, RETURNED TO THE US SHORTLY AFTER THE CLOSE OF THE SEMINAR.

4. ALFONSO ORTIZ OF MATERIALS SYSTEMS CORPORATION GAVE A SEPARATE 4-1/2 HOUR PRESENTATION TO A GROUP OF ENGINEERS AND ARCHITECTS AT THE INSTITUTE FOR EXPERIMENTAL DEVELOPMENT IN CONSTRUCTION (IDEC). HE ALSO MET WITH REPRESENTATIVES OF TWO PRIVATE ENGINEERING FIRMS. HE DEPARTED CARACAS MIDWEEK STATING THAT HE WAS PLEASED WITH THE OUTCOME OF HIS VISIT AND EXPECTED TO PURSUE CONTACTS MADE DURING VISIT.

5. ARCHITECTS MAH AND VAN FRANK OF FIRM FRANCIS MAH-WALK JONES HELD INDIVIDUAL MEETING WITH SIX PRIVATE FIRMS. MR. MAH WAS VERY ENTHUSIASTIC OVER RECEPTION. HE ALSO EXPECTS TO DEVELOP CONTINUING BUSINESS RELATIONSHIP IN VENEZUELA AS A RESULT OF THE VISIT. MR. MAH STATED THAT HE WAS AMAZED AT THE HIGH LEVEL OF INTEREST AND ENTHUSIASM THAT VENEZUELAN CONTACTS DISPLAYED DURING PRIVATE DISCUSSIONS.

6. CTF ALSO ARRANGED A COMMERCIALY-ORIENTED PROGRAM FOR DR. EHRENKRANTZ. HE MADE A FULL FOUR HOUR PRESENTATION AT IDEC AND MET WITH REPRESENTATIVES OF FIVE PRIVATE FIRMS. DR. EHRENKRANTZ NOTED "TREMENDOUS RESPONSIVENESS" OF VENEZUELAN TO NEW CONCEPTS IN INDUSTRIALIZED CONSTRUCTION TECHNOLOGY. AS A RESULT OF CONTACTS MADE THROUGH SEMINAR HE EXPECTS TO UNDERTAKE TWO MAJOR DEVELOPMENT PROJECTS IN VENEZUELA.

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7. A LIST OF ATTENDEES AT SEMINAR, INCLUDING 30 REPRESENTATIVES FROM THE PRIVATE SECTOR, FOLLOWS VIA APO ALONG WITH ADDITIONAL INFORMATION ON INDIVIDUAL PROGRAMS AND FOLLOWUP VISITS.

8. SEE REPTTEL WITH USIS REPORT ON CULTURAL ASPECTS THIS SEMINAR.

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## Message Attributes

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